Message Text

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ACTION COME-00

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R 280724Z JAN 76 FM AMEMBASSY WARSAW TO SECSTATE WASHDC 9520

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E.O. 11652: N/A

TAGS: ECRE, EGEN, BBCP, PL SUBJECT: VISIT OF LOT OFFICIALS

REF STATE 019226

1. BIERNACKI-PORAY, LARSON, AND THE TURNER CONSTRUCTION COMPANY HAVE FORMED AN ASSOCIATION TO PURSUE BUSINESS IN POLAND. THIS ASSOCIATION I BIDDING FOR DESIGN AND CON-STRUCTION CONTRACTS FOR SEVERAL OF THE MULTISTORY BUILDINGS WHICH WERE MENTIONED IN A-394 OF DECEMBER 12, 1975. THE TWO BUILDINGS OF MOST INTEREST TO THEIR ASSOCIATION ARE THE MINISTRY OF MACHINE INDUSTRY'S BUILDING AND THE LOT DOWNTOWN TERMINAL, OFFICE, AND HOTEL COMPLEX. PORAY, WHO IS NOW IN THE U.S., TOLD THE EMBASSY THAT HILTON HAD AGREED TO MANAGE THE HOTEL PORTION OF THE LOT COMPLEX. PORAY, WHO HAS NOT BEEN IN CONTACT WITH THE EMBASSY FOR SEVERAL WEEKS, ALSO SAID THAT A GROUP OF LOT OFFICIALS WOULD BE INVITED TO THE U.S. IN THE JANUARY-FEBRUARY TIME FRAME FOR DISCUSSIONS WITH TURNER AND HILTON. HE ALSO EXPRESSED SOME INTEREST IN HAVING THE POLISH DELEGATION MEET WITH USG OFFICIALS, BUT NEVER MENTIONED SPECIFIC DATES.

2. TO THE BEST OF OUR KNOWLEDGE, THE PORAY-LARSON-TURNER GROUP IS THE ONLY U.S. ENTRY IN THE COMPETITION FOR CONTRACTS TO CONSTRUCT SOME OF THE MULTISTORY BUILDINGS NOW PLANNED FOR DOWNTOWN WARSAW. THE PRINCIPAL COMPETITION IS THE WELL-ENTRENCHED SWEDISH FIRM, BEIJERNINVEST, LIMITED OFFICIAL USE

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WHICH HAS BEEN INVOLVED IN THE CONSTRUCTION OF THE

FORUM HOTEL, THE WARSAW TRADE CENTER, THE SOON-TO-BE-COMPLETED VICTORIA LUXURY HOTEL, AND THE JUST-BEGUN BANK HANDLOWY BUILDING.

3. THE INVOLVEMENT OF TURNER AND HILTON IN THE PROJECT MAKES IT DESIRABLE THAT THE LOT DELEGATION BE RECEIVED AT AN APPROPRIATE LEVEL IN USDOC. DAVIES

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